



PORTLAND DISTRICT NEWS

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Volume 5, Issue 3

Your Partner in Business

July 2004

A WORD FROM OUR DISTRICT DIRECTOR



Phil Gentry

the other 9 SBA Regions.

The SBA recently completed our 50th Anniversary Growth Tour which spanned the course of 9 months. This tour included stops in Bend, Oregon in addition to stops in

As I reflect back on the first 50 years, including the 33 years that I spent as a SBA employee, I am impressed with what this agency has done to assist our nation's small businesses and more importantly, the impact that we can make in assisting our small business community over the next 50 years. The SBA has provided assistance to small business owners more than 19.47 million times since 1953, including loans, surety bond guarantees, counseling sessions, venture capital, disaster loans, contracts and other forms of assistance. The financial assistance amounted to \$232.9 billion in loans and venture capital financings to small businesses, creating more than six million jobs. Also the SBA coordinated or provided \$130.45 billion in contracting, R&D and disaster recovery assistance, while counseling and training more than 15 million people in business development.

We want to do more in the next 50 years. Even though our 50th Anniversary celebration has come to a close, we have an opportunity to shape the next 50 years of our agency's history, and our staff looks forward to continuing to make a difference for small businesses in Oregon and SW Washington.

Did you know that small firms represent 99.7 percent of all employer firms and employ half of all private sector employees? The SBA Office of Advocacy recently released its "Small Business by the Numbers" study that also shows that small firms:

- Pay 44.3 % of total U.S. private payroll
- Have generated up to 80% of net new jobs annually over the last decade
- Create more than 50% of non farm private gross domestic product (GDP)
- Produce 13-14 times more patents per employee than large patenting firms
- Supplied more than 23% of the total value of federal prime contracts in 2003.

These are some of the reasons that small businesses are so important to our economy and why our work is so important. The 23.7 million small businesses in the United States depend on us.

Congratulations to Columbia Sportswear of Portland, a 2004 inductee into the SBA National Hall of Fame. Columbia was one of the five firms that were added to the Hall this year. The firms in the Hall of Fame were once small businesses, received SBA assistance and now have grown and prospered. Columbia has grown to become one of the world's largest outdoor apparel and footwear companies. They join Yoshida Group as inductees into the Hall of Fame from Oregon.

HUBZONE PROGRAM UPDATE



The HUBZone Empowerment Contracting Program is unique in federal procurement because businesses qualify based on the location where the employees work and live. SBA calls this "Place Based" contracting. It is also unique in that contract set-asides are mandatory regardless of where the project or purchasing activity is located.

The HUBZone program has experienced fast growth, both in the number of businesses certified and the contract dollars awarded to those businesses. As of June 2004, there were over 10,000 certified firms, making HUBZone the largest formal certification program in the federal government.

In the federal government fiscal year ending 9/30/02, contracting actions valued at almost \$1.7 billion were awarded to HUBZone certified businesses. In the fiscal year ending 9/30/03, contract actions valued at \$2.44 billion were awarded to HUBZone certified businesses. The program is currently goaling at 3% of total federal procurement dollars estimated at more than \$7 billion.

There have been broad changes based on revised unemployment data provided by the Bureau of Labor and Statistics. Many census tracts, including most of the rural census tracts have been redesignated due to changes in income or changes to the census tract boundaries provided by the Census Bureau. This means that the area would no longer qualify, but because it qualified at one time, the program will allow a grandfathering period of three years prior to decertification. All certified businesses are strongly encouraged to review the HUBZone website at www.sba.gov/hubzone, to determine the status of the area upon which the firm qualified.

There have also been a number of program administrative changes that took effect on June 21, 2004. Prime construction contractors must still perform 15% or 25% of the contract labor with their labor force, depending on whether the contract is a general or special trade contract. However, now HUBZone prime contractors and any HUBZone subcontractors must together perform at least 50% of the contract labor with their own employees. You can review this and other changes that were published in the Federal Register on May 4, 2002 at http://www.access.gpo.gov/su_docs/fedreg/frcont04.html.

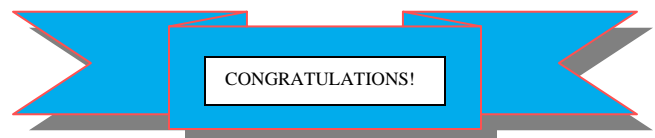
You may also contact your local SBA office in Portland at (503) 326-2682.



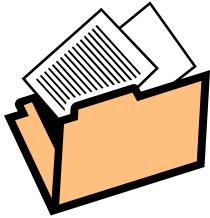
SBA 8(a) FIRM NAMED REGION X PRIME CONTRACTOR OF THE YEAR

Ubaldo Perez was recognized by the SBA Seattle Regional Office as SBA's Prime Contractor of the Year for Region X. Perez owns and operates Green Tree Reforestation, a certified 8(a) company serviced by the Portland District Office. He was nominated for the award by the U.S. Department of Agriculture Okanogan and Wenatchee National Forests in Wenatchee.

Perez, a native of Veracruz, Mexico moved to the United States in 1977 and started working in forestry in 1984. He opened his own business in 1997, doing logging, thinning, planting, pruning and hand piling brush and timber in the forests of Oregon and Washington. The contracting officers speak highly of the work performed by Green Tree and the professionalism of Mr. Perez.



SMALL BUSINESS SIZE STANDARDS FOR GOVERNMENT PROCUREMENTS



On July 1, 2004, SBA withdrew its proposal to restructure size standards. Comments were submitted on the proposal from approximately 3,700 interested parties. They raised a number of issues that need further review before deciding how best to restructure and simplify size standards. A number of public hearings will be held across the country to address concerns raised. Once completed, a new proposed rule will be issued fully addressing the concerns raised from the public hearings and an Advance Notice of Proposed Rulemaking (ANPRM) will be published.



MINORITY ENTERPRISE DEVELOPMENT WEEK (MED WEEK) OCT. 1ST

The local MED Week Awards Luncheon & Opportunity Fair is scheduled for October 1, 2004 at the Oregon Convention Center. Each year outstanding small minority owned businesses are recognized and honored for financial growth, growth in full time employees, overcoming obstacles/adversities, and giving back to the community.

For information regarding sponsorships, opportunity booths and the luncheon, please visit the Minority Business Opportunity Committee (MBOC) website at www.oregon.feb.gov/mboc.htm.



SALEM REGULATORY FAIRNESS ROUNDTABLE FOR SMALL BUSINESS

Community and business leaders concerned about excessive fines and burdensome and unfair enforcement of federal regulations will discuss their concerns with the U.S. Small Business Administration's National Ombudsman at a Regulatory Fairness Board Roundtable on July 28, 2004. The Roundtable meeting will be held from 8:30 a.m. to noon in the State Capitol Building, Hearing Room E, 900 Court Street NE, Salem, Oregon.

The informal forum will offer small business owners and representatives from business and trade associations a chance to discuss openly, without fear of retaliation, their concerns about federal compliance practices in federal Region X, which includes the states of Oregon, Washington, Idaho and Alaska. These issues include repetitive audits or investigations, punitive fines, penalties threats and/or retaliation by federal regulatory agencies.



Michael Barrera, SBA's National Ombudsman, was appointed by President Bush, to receive, substantiate and report to Congress complaints and comments from small business owners regarding regulatory enforcement by federal agencies. The purpose of this roundtable meeting is to hear the testimony of small businesses and trade associations about unfair enforcement of federal regulations and to encourage federal regulators to assist business owners with compliance rather than to go straight to the penalty stage.

The Salem Roundtable is open to the public. However, those wishing to provide testimony should contact Moe Mowery at (503) 326-5209 or Don Matsuda at (503) 326-5221 in order to register prior to the meeting.

Comments and concerns about federal regulatory enforcement actions can be addressed directly to the Office of the National Ombudsman at 1-888-REGFAIR. For more information about the Office of the National Ombudsman, visit his Web site at www.sba.gov/ombudsman

VETERANS GET A BREAK ON CONTRACTS AND FACE-to-FACE HELP

Public Law 108-183 and its implementation under the Federal Acquisition Regulation now provides Federal Contracting Officers with goals for Service Connected Disabled Veteran Owned Businesses (SCDVOBs). SCDVOBs are encouraged to find out more about this program and details can be found at <http://www.sba.gov/vets/>. SCDVOB's can also contact "Big Jim" Steiner, SBA Portland's Veterans Business Development Officer (VBDO) at 503-326-2586.

In the photo, Big Jim [in the blue shirt on the left] is working with a client at the Veteran's Fair/Stand Down sponsored by the Homeless Veterans Project and the Oregon Employment Department – Veterans Affairs Section, of May 6th of this year. This veteran, just 30+ days back from Iraq, wants to rebuild his general contracting/construction firm. He has just signed up for SCORE counseling and has been given five (5) homework assignments: including looking at Disaster Loans, information about military reservists [see <http://www.sba.gov/reservists/disloan.html>] adding his name to the Central Contractor Registration (CCR) [<http://www.ccr.gov/>], calling Surety Bond Officials, and assuring that his Company Name is up-to-date with the Oregon Secretary of State and with all permits.



THE U.S. SMALL BUSINESS ADMINISTRATION CONGRATULATES THIS YEAR'S SMALL BUSINESS AWARD WINNERS

OREGON SMALL BUSINESS PERSON OF THE YEAR

Robert Anderson, President
AJ's Auto Repair, Salem, Oregon



Robert Anderson Started AJ's Auto Repair more than 27 years ago in a one-car garage with no more than a small box of tools, a welder, a vice mounted on a coffee table and a love of cars. Today, AJ's has 25 employees and a 19-bay full-service automotive repair facility dedicated to providing quality auto repair services without compromising the environment.

In addition to building a successful small business, Anderson is very active in his community. He currently serves as the state environmental chairperson for the Northwest Auto Trade Association. He works closely with the Oregon Department of Environmental Quality.

The company has saved more than \$200,000 in the past 12 years by developing and using modern environmental techniques. The company has been honored many times over the years, including being selected as the Salem Area Chamber of Commerce's Small Business of the Year in 2001; the Top Auto Repair Shop in the country by Carquest Auto Parts; and the Better Business Bureau's Best Small Business of the Year in Oregon and Southwest Washington.



OREGON FINANCIAL SERVICES
ADVOCATE OF THE YEAR
Signe A. Grimstad, Owner
Grimstad & Associates
Newport, Oregon



OREGON MINORITY SMALL
BUSINESS ADVOCATE OF THE
YEAR
Gale J. Castillo, Executive Director
Hispanic Metropolitan Chamber
Portland, Oregon



OREGON HOME-BASED
BUSINESS ADVOCATE OF THE
YEAR
Shawn D. Winkler-Rios, Executive Director
Lane Microbusiness
Eugene, Oregon



OREGON EXPORTERS SMALL
BUSINESS ADVOCATE OF THE
YEAR
Patti Summer, President
Global Trading Resources, Inc.
Portland, Oregon



OREGON SMALL BUSINESS
JOURNALIST OF THE YEAR
Joseph Anthony, President
Joseph Anthony & Associates, Inc.
Portland, Oregon



OREGON WOMEN IN BUSINESS
ADVOCATE OF THE YEAR
Candice I. Phillips, President
Bio-Med Testing Service, Inc. and
Bio-Med Environmental, Inc.
Salem, Oregon



OREGON VETERAN SMALL
BUSINESS ADVOCATE OF THE
YEAR
Lori D. Mashek, Vocational Rehabilitation Counselor
Oregon Department of Human
Services
Portland, Oregon



2004 SANDY CUTLER
PROFESSIONAL SERVICE TO
SMALL BUSINESS AWARD
Deborah L. DeBord
Owner, DeBord Enterprises
Business Advisor, Treasure Valley
Community College BizCenter

Fiscal Year 2003 Lender of the Year Award

- CERTIFIED DEVELOPMENT COMPANY
LENDER OF THE YEAR – Evergreen
Community Development Association
- PORTLAND DISTRICT MINORITY
LENDER OF THE YEAR – Bank of
America
- DISTRICT DIRECTOR'S AWARD FOR
EXCELLENCE – Pacific Continental Bank
- PORTLAND DISTRICT LENDER OF THE
YEAR – Bank of America

SPECIAL THANKS TO THIS YEAR'S SALUTE TO SMALL BUSINESS CONTRIBUTORS:

ALBINA COMMUNITY BANK • BANK OF
ASTORIA • BANK OF THE WEST BAY
BANK • CITY OF PORTLAND – BUREAU OF
PURCHASES • DAILY JOURNAL OF
COMMERCE EVERGREEN COMMUNITY
DEVELOPMENT ASSOCIATION • KEY
BANK • MATRIX CAPITAL BANK •
PACIFIC CAPITAL BANK • PACIFIC
CONTINENTAL BANK • PORTLAND
GENERAL ELECTRIC – SOURCING &
CONTRACTS • SILVER STATE BANK •
TWIN CITY BANK • US BANK N.A. • WELLS
FARGO BANK

**SBA – Portland District Office
APPROVALS FISCAL YEAR
10/01/2003 THRU 06/30/2004**

BANK NAME	# OF LOANS	TOTAL \$
ALBINA COMMUNITY BANK	2	\$128,000
AMERICAN PACIFIC BANK	0	
AMERICAN WEST BANK	1	\$125,000
ASSURANCE PARTNERS BANK	1	\$85,000
BANK OF AMERICA	143	\$3,995,600
BANK OF ASTORIA	2	\$1,951,200
BANK OF SALEM	1	\$50,000
BANK OF CLARK COUNTY	3	\$465,200
BANK OF THE CASCADES	46	\$8,370,700
BANK OF THE WEST	4	\$2, 539,700
BANNER BANK	2	\$350,000
BORREGO SPRINGS BANK	3	\$1,501,000
BRANCH BANK & TRUST CO.	1	\$470,000
BUSINESS LOAN CENTER INC.	4	\$1,915,300
CCD BUSINESS DEVELOPMENT	18	\$11, 824,000
CALIFORNIA BANK & TRUST CO.	11	\$ 2,336,000
CAPITAL MATRIX, INC.	1	\$381,000
CAPITAL ONE FED. SAVINGS BANK	70	\$2,650,000
CAPITAL PACIFIC BANK	2	\$733,000
CASCADES WEST FINANCIAL SERVICES, INC.	23	\$9,974,000
CHETCO FCU	5	\$377,000
CIT, SMALL BUSINESS LENDING CORP.	41	\$25,998,000
COLUMBIA COMMUNITY BANK	2	\$391,700
COLUMBIA COMMUNITY CREDIT UNION	4	\$461,975
COLUMBIA RIVER BANK	2	\$159,000
COMERICA BANK-CALIFORNIA	6	\$1,533,200
COMMUNITY BANK	1	\$20,000
EVERGREEN COMMUNITY DEVELOPMENT ASSN.	28	\$16,330,000
FARMERS & MERCHANTS STATE BANK ID	1	\$150,000
FIRST INDEPENDENT BANK	1	\$110,000
GE CAPITAL SMALL BUS. FINANCIAL CORP.	1	\$550,000
GOLETA NATIONAL BANK	4	\$966,000
GREATER EASTERN OREGON DEV. CO.	4	\$2,609,000
HANMI BANK	1	\$324,000
INLAND COMMUNITY BANK NATL. ASSOC.	1	\$516,000

INNOVATIVE BANK	3	\$20,000
KEY BANK	15	\$3,956,800
LIBERTYBANK	3	\$1,078,000
MATRIX CAPITAL BANK	1	\$607,000
MERCHANTS BANK/ MBANK	11	\$934,200
MID-VALLEY BANK	5	\$805,000
NEWTEK BUSINESS SERVICES, INC.	2	\$774,800
NORTHWEST BUS. DEVEL. ASSOC.	7	\$237,000
NORTHWEST SMALL BUS. FINANCE CORP.	7	\$3,676,000
OREGONCERTIFIED BUSINESS DEV. CORP.	12	\$5,364,000
OREGON PACIFIC BANKING CO.	3	\$397,000
PACIFIC CAPITAL BANK, N.A.	1	\$342,000
PACIFIC CONTINENTAL BANK	38	\$9,064,000
PEOPLES BANK OF COMMERCE	10	\$1,321,500
PINNACLE BANK	1	\$300,000
PREMIERWEST BANK	2	\$647,000
SILVER STATE BANK	3	\$1,143,300
SIUSLAW BANK	1	\$50,000
STEARNS BANK NATIONAL ASSOC.	1	\$150,000
SUMMIT BANK	1	\$35,000
TEMECULA VALLEY BANK N.A.	3	\$3,487,800
THE COWLITZ BANK	8	\$2,281,045
TOWN CENTER BANK	5	\$1,001,000
TWIN CITY BANK	13	\$1,603,900
US BANK, NATIONAL ASSOCIATION	124	\$19,037,100
UMPQUA BANK	4	\$642,000
WACHOVIA SBA LENDING, INC.	2	\$1,192,500
WASHINGTON MUTUAL BANK/ WESTERN BANK	2	\$693,500
WELLS FARGO BANK	86	\$10,427,800
WEST COAST BANK	34	\$8,316,600
ZIONS FIRST NATIONAL BANK	1	\$85,000
TOTAL APPROVALS	849	\$182,144,420